

Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Johnston County

+ 13.8%

Change in
New Listings

- 7.4%

Change in
Closed Sales

+ 3.2%

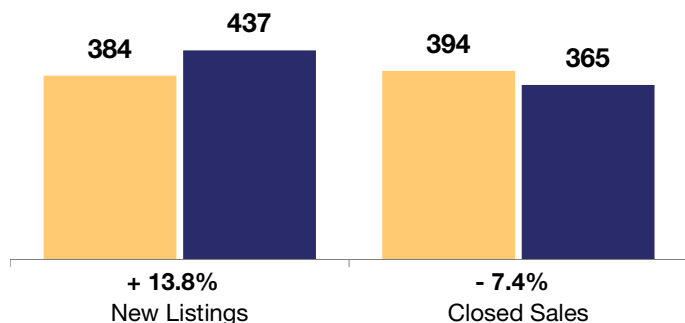
Change in
Median Sales Price

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	384	437	+ 13.8%	5,259	5,357	+ 1.9%
Closed Sales	394	365	- 7.4%	4,154	4,608	+ 10.9%
Median Sales Price*	\$222,900	\$230,000	+ 3.2%	\$228,000	\$235,000	+ 3.1%
Average Sales Price*	\$234,360	\$238,146	+ 1.6%	\$234,455	\$241,995	+ 3.2%
Total Dollar Volume (in millions)*	\$92.3	\$86.9	- 5.9%	\$973.9	\$1,114.6	+ 14.4%
Percent of Original List Price Received*	98.7%	98.2%	- 0.5%	98.6%	98.5%	- 0.1%
Percent of List Price Received*	99.2%	99.0%	- 0.2%	99.4%	99.3%	- 0.1%
Days on Market Until Sale**	30	26	- 13.3%	30	29	- 3.3%
Inventory of Homes for Sale	1,090	920	- 15.6%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--

* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

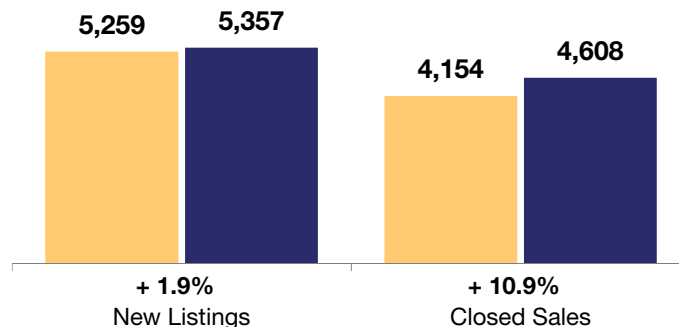
November

2018 2019

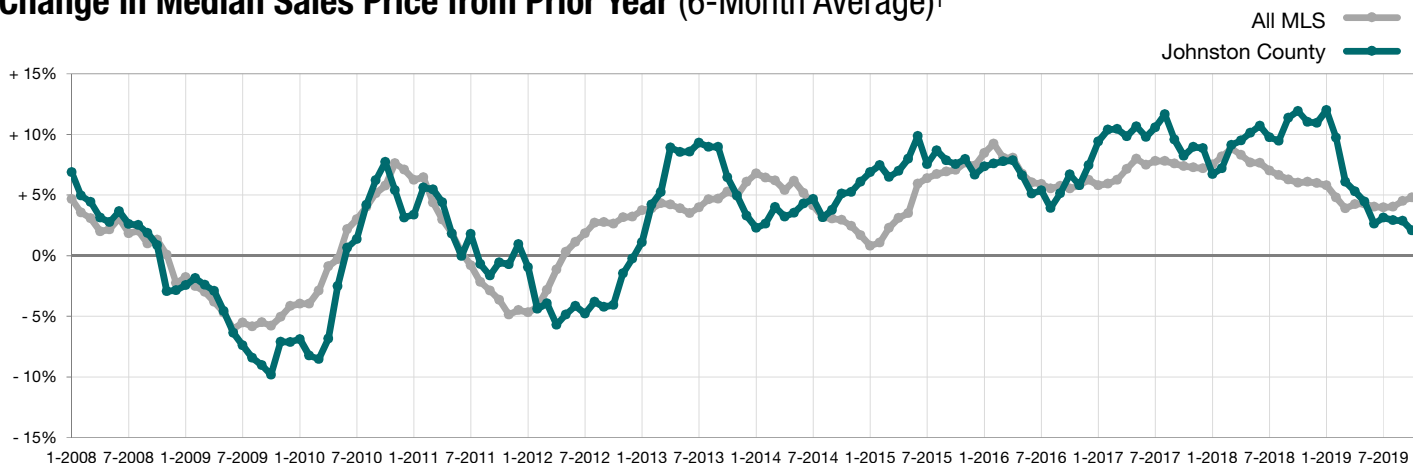


Year to Date

2018 2019



Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period